

Message Text

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PAGE 01 CAIRO 14994 091357Z
ACTION NEA-10

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R 091131Z SEP 77
FM AMEMBASSY CAIRO
TO SECSTATE WASHDC 9227
INFO AMEMBASSY LONDON
USDOC WASHDC

UNCLAS CAIRO 14994

E.O. 11652: NA
TAGS: BBSR, XB, XG, XF, XM, NI
SUBJ: GLOBAL MARKET RESEARCH - INDUSTRIAL PROCESS CONTROLS (IPC)

REF: (A) CAIRO 14353, (B) CAIRO 13947, (C) STATE A-3256

1. EMBASSY TRANSMITTED TWO COPIES BID PROPOSAL SUBMITTED BY MIDDLE EAST ADVISORY GROUP (MEAG) ON SUBJECT MARKET STUDY SEPTEMBER 6. SINGLE COPY OF EACH TRANSMITTED SEPARATELY TO MARKET RESEARCH DIVISION, USDOC, VIA AIR POUCH AND AIR MAIL PER REF C. BID PROPOSAL FROM ARAB RESEARCH AND ADMINISTRATION CENTER (ARAC) RECEIVED SEPTEMBER 8, WHILE TWO DAYS LATER THAN REQUESTED, ALSO BEING FORWARDED VIA AIR POUCH AND AIR MAIL.

2. MEAG BID IS \$60,000 OR LE 42,000. ARAC BID IS \$31,000. BOTH BIDDERS ARE WILLING TO ACCEPT EGYPTIAN CURRENCY, A FACT WHICH MAY BE A CONSIDERATION IN VIEW OF SURPLUS CURRENCY AVAILABILITY IN EGYPT.

3. NOT BEING AWARE OF BIDS BEING SUBMITTED ELSEWHERE, EMBASSY IS UNABLE TO MAKE A SPECIFIC RECOMMENDATION ON AWARD. MEAG, BASED ON THE REPUTATION OF ITS PROFESSIONAL STAFF, MOST OF WHOM ARE AMERICAN-EDUCATED PHD'S (INCLUDING TWO US CITIZENS) AND WHICH HAS COMPLETED SEVERAL RESEARCH

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CONTRACTS FOR FOREIGN COMPANIES, IN OUR VIEW PROBABLY HAS CAPABILITY OF MEETING STANDARDS SPECIFIED FOR STUDY. IN MAKING ITS PROPOSAL, MEAG REPS SAY THEY HAVE ANTICIPATED, POSSIBLE PROBLEMS RELATING TO ACCESS TO DATA NOT READILY AVAILABLE AND THEREFORE HAVE ALREADY MADE PRELIMINARY APPROACHES TO GOE INFORMATION SOURCES.

4. ARAB RESEARCH AND ADMINISTRATION CENTER (ARAC) ALSO HAS PROFESSIONAL QUALIFICATIONS, CAPABILITIES AND PERFORMANCE RECORD WHICH WOULD SEEM TO BE ACCEPTABLE. ARAC STATES THAT THREE EGYPTIAN STUDIES FOR USDOC ON COTTON GINNING EQUIPMENT, TEXTILE MANUFACTURING, AND FOOD PROCESSING EQUIPMENT WERE COMPLETED IN 1975. USDOC MAY WISH TO REVIEW THOSE STUDIES.

5. WITHOUT COMMENTING ON RELATIVE QUALIFICATIONS OF OUTSIDE CONTRACTORS, EMBASSY SUGGESTS THAT A LOCAL EGYPTIAN-BASED FIRM WITH ESTABLISHED CONNECTIONS IN GOE, AS WELL AS WITH PRIVATE SECTOR, MIGHT HAVE ACCESS TO SOURCE MATERIALS WHICH A FOREIGN FIRM WOULD FIND DIFFICULT TO ARRANGE IN SHORT PERIOD OF TIME AVAILABLE FOR STUDY.

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